

## Job Description

# Account Manager

## About Clientshare

We help B2B suppliers retain and grow contracts. Clientshare is a B2B Service Governance software platform suppliers use to evidence contractual compliance, safeguard relationships and standardise coverage with their clients. Clientshare customers include global brands like Impellam, Compass and Mitie. Learn more about us, our people, our culture and our clients here [myclientshare.com](https://myclientshare.com)

## Why Clientshare

This role is a unique opportunity to be part of an early-stage business that has all the backing to become a world leader. We are seeking an Account Manager, located at our City of London office who will report into our Commercial Director. This role will give you the chance to work with some amazing businesses, develop your sales skills and will offer new challenges every day.

Clientshare Account Managers look after the relationship with up to 20 large accounts. Typical accounts are medium and large enterprise businesses in the managed services and outsourcing sector. This is not a new business role, it's all about renewing and growing business within existing customers. Highly motivated, flexible and organised candidates who enjoy working on a wide variety of tasks will find this position hugely rewarding.

# Account Manager Responsibilities

- Working with our Customer Success team to ensure customers fully utilise Clientshare software.
- Managing key stakeholder relationships with existing accounts.
- Support deploying Clientshare software to new business wins and then growing the account.
- Managing client reviews with existing customers.
- Growing Clientshare software sales with existing customers.
- Utilising Hubspot CRM.

# Minimum Qualifications

- 3-5 years experience in a B2B SaaS sales role.
- Exceptional written and verbal communication skills.
- A positive, polite and friendly disposition.
- Impeccable attention to detail and organizational skills.
- Strong Microsoft skills (ppt, excel, word)
- Fluent in English.

# Preferred Qualifications

- Understanding of CRM systems.
- Knowledge of a SaaS B2B software environment.
- Sales training i.e. Sandler, Gazing.

# Salary Expectations and Benefits

- Competitive Salary
- Flexible working.
- Share options scheme.

## How to apply

Please send a covering letter / your CV to our Commercial Director, [fraser.cameron@myclientshare.com](mailto:fraser.cameron@myclientshare.com)

Tell us a bit about yourself, what interests you, what you enjoy and why you're looking for a role like this.